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UNITED STATES  
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Washington, D.



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**ANNUAL AUDITED REPORT  
FORM X-17A-5  
PART III**

FACING PAGE

Information Required of Brokers and Dealers Pursuant to Section 17 of the  
Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING 1/1/07 AND ENDING 12/31/07  
MM/DD/YY MM/DD/YY

**A. REGISTRANT IDENTIFICATION**

NAME OF BROKER-DEALER: WINDHAM FINANCIAL SERVICES, INC.

ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)

3078 HAWKINS ROAD

(No. and Street)

FERRISBURGH

(City)

VERMONT

(State)

05456

(Zip Code)

NAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT

PAUL D. MENDELSOHN

802-877-6589

(Area Code - Telephone Number)

**B. ACCOUNTANT IDENTIFICATION**

INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report\*

FISK REED & LOVE PC

(Name - if individual, state last, first, middle name)

115 elm street BENNINGTON VERMONT 05201

(Address)

(City)

(State)

(Zip Code)

CHECK ONE:

☒ Certified Public Accountant

☐ Public Accountant

☐ Accountant not resident in United States or any of its possessions.

**PROCESSED**

MAR 24 2008

THOMSON  
FINANCIAL

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\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

SEC 1410 (06-02)

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**WINDHAM FINANCIAL SERVICES, INC.**

**Financial Statements and Schedules**

**December 31, 2007 and 2006**

**(With Independent Auditors' Report Thereon)**

**FISK REED & LOVE**  
CERTIFIED PUBLIC ACCOUNTANTS, P.C.

## Table of Contents

	<u>Page</u>
Independent Auditors' Report	1
Financial statements:	
Statements of Financial Condition	2
Statements of Income	3
Statements of Changes in Stockholder's Equity	4
Statements of Cash Flows	5
Notes to Financial Statements	6 - 8
Schedule I - Computation of Net Capital	9
Schedule II - Computation for Determination of Reserve Requirements	10
Schedule III - Information Relating to Possession or Control Requirements	11
Independent Auditors' Report on Internal Control Structure	12 - 13



***Independent Auditors' Report***

Board of Directors  
Windham Financial Services, Inc.

We have audited the accompanying statements of financial condition of Windham Financial Services, Inc. as of December 31, 2007 and 2006, and the related statements of income, changes in stockholder's equity, and cash flows for the years then ended that you are filing pursuant to rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Windham Financial Services, Inc. as of December 31, 2007 and 2006, and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedules I through III is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by rule 17a-5 under the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

*Fisk Reed & Love, P.C.*

February 18, 2008

Vt. Reg. #357

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**WINDHAM FINANCIAL SERVICES, INC.**  
**Statements of Financial Condition**

	<i>December 31,</i>	
	<b>2007</b>	<b>2006</b>
<b>Assets</b>		
Cash	\$ 197,903	152,829
Commissions and management fees receivable	73,145	72,971
Prepaid expenses	8,760	9,050
<b>Total current assets</b>	<b>279,808</b>	<b>234,850</b>
Furniture and equipment, net	5,246	8,608
<b>Total assets</b>	<b>\$ 285,054</b>	<b>243,458</b>
<b>Liabilities and Stockholder's Equity</b>		
Accounts payable	\$ 11,773	20,671
Accrued expenses	8,307	8,447
<b>Total current liabilities</b>	<b>20,080</b>	<b>29,118</b>
Commitments (note 6)		
<b>Stockholder's Equity:</b>		
Common stock, no par value: 1,000 shares authorized; 100 shares issued and outstanding	100	100
Additional paid-in capital	124,040	124,040
Retained earnings	140,834	90,200
<b>Total stockholder's equity</b>	<b>264,974</b>	<b>214,340</b>
<b>Total liabilities and stockholder's equity</b>	<b>\$ 285,054</b>	<b>243,458</b>

See accompanying notes to financial statements.

**WINDHAM FINANCIAL SERVICES, INC.**  
**Statements of Income**

	<i>Year Ended December 31,</i>	
	<b>2007</b>	<b>2006</b>
<b><i>Revenues:</i></b>		
Commissions	\$ 450,181	624,342
Interest earned	6,926	9,381
Management fees	148,483	90,828
Net gain (loss) on investments	(267)	(3,358)
	<b>605,323</b>	<b>721,193</b>
<b><i>Expenses:</i></b>		
Commissions and brokerage	118,804	103,384
Depreciation and amortization	3,362	3,339
Employee compensation and benefits	342,719	465,238
Occupancy and equipment rental	17,350	47,596
Other operating expenses	43,954	44,902
Loss on abandonment of leasehold	-	64,272
	<b>526,189</b>	<b>728,731</b>
<b><i>Net income (loss)</i></b>	<b>\$ 79,134</b>	<b>(7,538)</b>

See accompanying notes to financial statements.

**WINDHAM FINANCIAL SERVICES, INC.**  
**Statements of Changes in Stockholder's Equity**

	<u>Common Stock</u>		<u>Additional Paid-in Capital</u>	<u>Retained Earnings</u>	<u>Total Stock- holder's Equity</u>
	<u>Number of Shares</u>	<u>Amount</u>			
<b><i>Balances January 1, 2006</i></b>	100	100	124,040	245,238	369,378
Net income	-	-	-	(7,538)	(7,538)
Distributions to shareholder	-	-	-	(147,500)	(147,500)
<b><i>Balances December 31, 2006</i></b>	100	100	124,040	90,200	214,340
Net income	-	-	-	79,134	79,134
Distributions to shareholder	-	-	-	(28,500)	(28,500)
<b><i>Balances December 31, 2007</i></b>	100	\$ 100	124,040	140,834	264,974

See accompanying notes to financial statements.

**WINDHAM FINANCIAL SERVICES, INC.**  
**Statements of Cash Flows**

	<i>Year Ended December 31,</i>	
	<b>2007</b>	<b>2006</b>
<b><i>Cash flows form operating activities:</i></b>		
Net income (loss)	\$ 79,134	(7,538)
Adjustments to reconcile net income (loss) to net cash provided by operating activities:		
Depreciation and amortization	3,362	3,339
Loss on abandonment of leasehold improvements	-	64,272
(Increase) decrease in operating assets:		
Commissions and management fees receivable	(174)	(674)
Prepaid expenses	290	(39)
Increase (decrease) in operating liabilities:		
Accounts payable	(8,898)	(2,018)
Accrued liabilities	(140)	684
Total adjustments	(5,560)	65,564
<b><i>Net cash provided by operating activities</i></b>	<b>73,574</b>	<b>58,026</b>
<b><i>Cash flows from investing activities:</i></b>		
Purchases of equipment	-	(3,124)
<b><i>Net cash used in investing activities</i></b>	<b>-</b>	<b>(3,124)</b>
<b><i>Cash flows from financing activities:</i></b>		
Distributions to shareholder	(28,500)	(147,500)
<b><i>Net cash used in financing activities</i></b>	<b>(28,500)</b>	<b>(147,500)</b>
<b><i>Net increase (decrease) in cash</i></b>	<b>45,074</b>	<b>(92,598)</b>
<b><i>Cash, beginning of year</i></b>	<b>152,829</b>	<b>245,427</b>
<b><i>Cash, end of year</i></b>	<b>\$ 197,903</b>	<b>152,829</b>

See accompanying notes to financial statements.

# WINDHAM FINANCIAL SERVICES, INC.

## Notes to Financial Statements

### **(1) Description of Business Activity and Summary of Significant Accounting Policies**

#### **(a) Business Activity**

Windham Financial Services, Inc. (the "Company") was incorporated on September 21, 1983 for the purpose of developing certain computerized market trading programs and acting as a Commodity Trading Advisor (CTA).

On December 30, 1988, the Company received an order granting registration pursuant to section 203 of the Investment Advisors Act of 1940 from the Securities and Exchange Commission as a Registered Investment Advisor (RIA).

In January 1994, as an extension to its advisory services, the Company became a member in the National Association of Securities Dealers (NASD). The Company is a member of NASD, Securities Investors Protection Corporation (SIPC), and the Municipal Securities Rulemaking Board (MSRB). The Company is also registered with the Securities and Exchange Commission (SEC) as a securities broker dealer. The Company is also registered and licensed with state regulatory agencies in jurisdictions where transactions occur.

The Company provides services to customers throughout the United States.

#### **(b) Customer Accounts**

The Company has registered as a Fully Disclosed Introducing Broker/Dealer that does not receive, directly or indirectly, or hold funds or securities for, or owe funds or securities to customers and does not carry accounts of or for customers. As such, the Company is exempt from the requirements of SEC Customer Protection Rule 15c3-3 and Rule 15c3-2 dealing with customers' notification of free credit balances.

All customer accounts are maintained by an independent clearing broker dealer who is responsible for all customer account record keeping under SEC Rules 15c3-2 and 15c3-3. Customers' securities transactions are recorded on a settlement date basis with related commission income and expenses recorded on a trade date basis. Securities transactions of the Company are recorded on a trade date basis. Investment banking revenue is recorded as income in the period earned.

#### **(c) Use of Estimates in the Preparation of Financial Statements**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

(continued)

# WINDHAM FINANCIAL SERVICES, INC.

## Notes to Financial Statements

### (1) *Description of Business Activity and Summary of Significant Accounting Policies* (continued)

#### (d) *Cash*

Cash consists of checking and savings accounts with financial institutions as well as investment cash balances maintained with a clearing broker.

#### (e) *Furniture, Equipment and Leasehold Improvements*

Furniture, equipment and leasehold improvements are carried at cost. Depreciation of furniture and equipment is provided on a straight-line basis using estimated lives of five to seven years. Leasehold improvements are amortized on a straight-line basis over an estimated economic life of thirty-nine years. When assets are retired or otherwise disposed of, the cost and related accumulated depreciation are removed from the accounts and any resulting gain or loss is recognized in income for the period. The cost of maintenance and repairs is charged to income as incurred; significant renewals and betterments are capitalized. Deduction is made for retirements resulting from renewals and betterments.

#### (f) *Organization Costs*

Organization costs represent professional and registration fees associated with the commencement of broker-dealer activities by the Company and are being amortized over five years.

#### (g) *Advertising*

The Company expenses advertising costs the first time the advertising takes place.

### (2) *Commissions Receivable*

Commissions receivable consist of commissions earned and due from the clearing broker, investment companies, life insurance companies, variable annuity distributors and clients of separately managed accounts.

### (3) *Furniture and Equipment*

Furniture and equipment consist of the following:

	2007	2006
Furniture and equipment	\$ 38,595	38,595
Less accumulated depreciation and amortization	(33,349)	(29,987)
	\$ 5,246	8,608

## WINDHAM FINANCIAL SERVICES, INC.

### Notes to Financial Statements

**(4) *Income Taxes***

The Company's stockholder has elected S-Corporation status under provisions of the Internal Revenue Code. Income from corporations classified as S-Corporations is generally taxed at the shareholder level and, accordingly, the Company has not accrued any Federal or State income tax liability.

**(5) *Retirement Plan Contributions***

The Company created a 401(k) plan for its employees in 2003. Retirement plan contributions were \$50,000 and \$49,000 for the year ended December 31, 2007 and 2006, respectively.

**(6) *Commitments***

The Company leased its office space in Charlotte, Vermont from its stockholder under an agreement requiring monthly payments of \$950 through April 2006. From May through December the Company leased the Charlotte office space from a member of the stockholder's family. Rent expense amounted to \$24,300 for the year ended December 31, 2006.

The Charlotte office was vacated at the end of 2006 resulting in a loss on abandonment of leasehold improvements of \$64,272 in 2006. Effective January 1, 2007 the Company operates from offices within the stockholder's residence without obligation for rent.

**(7) *Liabilities Subordinated to Claims of General Creditors***

At December 31, 2007 and 2006 the Company had no liabilities subordinated to claims of general creditors.

**(8) *Net Capital Requirements***

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (SEC rule 15c3-1), which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1. At December 31, 2007, the Company had net capital of \$192,343, which was \$187,343 in excess of its required net capital of \$5,000. The Company's net capital ratio was 0.104 to 1.

Net capital reflects an immaterial difference from the amount reported in the Company's unaudited FOCUS report as a result of an audit adjustment to accounts payable.

**WINDHAM FINANCIAL SERVICES, INC.**  
**Computation of Net Capital Under Rule 15c3-1 of the**  
**Securities and Exchange Commission**  
**December 31, 2007**

**Net capital:**

**Total stockholder's equity** \$ 264,974

**Less:****Non-allowable assets:**

Prepaid expenses	\$ 8,760	
Equipment and leasehold improvements	5,246	
Non-allowable receivables	51,197	(65,203)

**Other deductions:**

Excess blanket bond deductible		(5,000)
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**Net capital** \$ 194,771

15c3-1(f) Haircut (CD-5%)		(2,428)
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**Adjusted net capital** \$ 192,343

**Aggregate indebtedness:**

Current liabilities		\$ 20,080
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**Required net capital** \$ 5,000

**Excess net capital** \$ 187,343

**Ratio: Aggregate indebtedness to net capital** 0.104 to 1

**Reconciliation with company's computation (included in Part II of Form X-17A-5  
as of December 31, 2003):**

Net capital, as reported in Company's Part II (unaudited) FOCUS report		\$ 192,132
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Audit adjustment to reduce accounts payable		211
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**Net capital per above** \$ 192,343

**WINDHAM FINANCIAL SERVICES, INC.**  
**Computation for Determination of Reserve Requirements**  
**Under Rule 15c3-3 of the Securities and Exchange Commission**  
**December 31, 2007**

The Company is not subject to the requirements of SEC Rule 15c3-3.

**WINDHAM FINANCIAL SERVICES, INC.  
Information Relating to Possession or Control Requirements  
Under Rule 15c3-3 of the Securities and Exchange Commission  
December 31, 2007**

The Company is not subject to the requirements of SEC Rule 15c3-3.



**Independent Auditors' Report on Internal Control Structure  
Required by Securities and Exchange Commission Rule 17a-5**

Board of Directors  
Windham Financial Services, Inc.

In planning and performing our audits of the financial statements and supplemental schedules of Windham Financial Services, Inc. (the Company), as of and for the years ended December 31, 2007 and 2006 in accordance with auditing standards generally accepted in the United States of America, we considered the Company's internal control over financial reporting (internal control) as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we do not express an opinion on the effectiveness of the Company's internal control.

Also, as required by rule 17a-5(g)(1) of the Securities and Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company including consideration of control activities for safeguarding securities. This study included tests of such practices and procedures that we considered relevant to the objectives stated in rule 17a-5(g) in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

1. Making quarterly securities examinations, counts, verifications, and comparisons and recordation of differences required by rule 17a-13
2. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in internal control and the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

A control deficiency exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A significant deficiency is a control deficiency, or combination of control deficiencies, that adversely affects the entity's ability to initiate, authorize, record, process, or report financial data reliably in accordance with generally accepted accounting principles such that there is more than a remote likelihood that a misstatement of the entity's financial statements that is more than inconsequential will not be prevented or detected by the entity's internal control.

A material weakness is a significant deficiency, or combination of significant deficiencies, that results in more than a remote likelihood that a material misstatement of the financial statements will not be prevented or detected by the entity's internal control.

Our consideration of internal control was for the limited purpose described in the first and second paragraphs and would not necessarily identify all deficiencies in internal control that might be material weaknesses. We did not identify any deficiencies in internal control and control activities for safeguarding securities that we consider to be material weaknesses, as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures, as described in the second paragraph of this report, were adequate at December 31, 2007 and 2006, to meet the SEC's objectives.

This report is intended solely for the information and use of the Board of Directors, management, the SEC, the New York Stock Exchange and other regulatory agencies that rely on rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

February 18, 2008

*Fisk Reed & Love, P.C.*

Vt. Reg. #357

**FISK REED & LOVE**  
CERTIFIED PUBLIC ACCOUNTANTS, P.C.

**END**